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Message Text

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53
ACTION XMB-07

INFO OCT-01 EA-11 ADP-00 AID-20 CIAE-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02 LAB-06

SIL-01 OMB-01 RSR-01 /086 W
---------- 129273
R 200818Z AUG 73
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC 9593
AMEMBASSY TOKYO
INFO USDOC WASHDC

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FOR EXIMBANK

TOKYO FOR GOLDMAN

E.O. 11652: N/A
TAGS: ETRD, EGEN, KS
SUBJECT: KOREA EXPRESS ORDER FOR $18 MILLION ROLLING STOCK

REF: SEOUL 4895

1. REFTEL REPORTED KOREA EXPRESS PROCUREMENT OF MITSUBISHI CARGO TRUCKS, BUT THIS PLAN HAS APPARENTLY BEEN DERAILED BY GM/K WHICH IS OFFERINVGCKD ISUZU'S WITH SUPPORT OF ROKG. FOR LARGER SIZED ROLLING STOCK, GM/K IS OFFERING GMC MODELS. GM/K IS ALSO WORKING ON FINANCING PACKAGE.

2. FORD THROUGH HYUNDAI MOTORS IS ALSO BACK IN PICTURE, OFFERING U.S. MODELS IN EVERY CATEGORY FROM CKD CARGO TRUCKS TO SINGLE UNIT PACKS FOR LARGER TRUCKS. FORD'S PROBLEM IS FINANCING, PARTICULARLY KEC INSISTENCE ON TWO-YEAR GRACE.

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3. KEC IS UNDERSTANDABLY ANGRY AT TURN OF EVENTS, BUT

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ROKG SUPPORT OF LOCAL INDUSTRY IS STRONG AND GM/K PRESIDENT KIM CHANG WON IS ON FIRM GROUND.

4. WE DO NOT EXPECT RESOLUTION OF ISSUE FOR SEVERAL MONTHS, BUT WE BELIEVE KEC WILL HAVE TO CAVE IN TO ROKG INSISTENCE OF CKD ASSEMBLY.

5. THIS DEVELOPMENT HAS RESULTED IN SHIFT OF EMBASSY ROLE FROM ACTIVE SALESMANSHIP TO PASSIVE MONITORING. WE DO NOT BELIEVE WE CAN RE-PLAY FIRST HALF OF BALL GAME, THAT IS, TRY TO SELL SINGLE UNIT PACK U.S. TRUCKS.
HABIB

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 AUG 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: elyme
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973SEOUL05539
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: SEOUL
Handling Restrictions: n/a
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ISecure: 1
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Handling Restrictions: n/a
Reference: SEOUL 4895
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Review Media Identifier:
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Secure: OPEN
Status: NATIVE
Subject: KOREA EXPRESS ORDER FOR $18 MILLION ROLLING STOCK
TAGS: ETRD, EGEN, KS
To: STATE
Type: TE
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